

Date: Fri, 8 Jul 1994 10:57:09 -0800
To: judy
From: Brewster@wais.com (Brewster Kahle)
Subject: conference

judy, do you know about this conference? do you know where it is?

-brwester

>Date: Fri, 8 Jul 94 12:17 EST
>From: Brian O'Connell <0006299228@mcimail.com>
>To: 6299228 <brewster@wais.com>
>Subject: various
>
>Attn: Brewster Kahle
> Subject: Time:
>11:48 AM
> OFFICE MEMO various Date:
>7/8/94
>to: Brewster Kahle, WAIS Inc.
>from: Brian O'Connell, ComputerLetter
>
>Brewster:
>couple of items. First, wondering if you'd be interested in being
>part of an ²internet panel at Digital Media Outlook on September 13.
>I see your name's already on the list to do a ²management mtg on the
>12, so if you want to stick around, we'd love to have you on stage.
>So far Marty Tenenbaum, EIT, Marc Andreessen, Mosaic Com, and Chris
>Locke, MecklerWeb have agreed to do it. I'll be moderating. Let me
>know if you're interested, or if you need any more information.
>Second, I'm putting together a piece on venture investing in
>internet-related companies, and want to chat with someone from your
>shop about how things are changing. If you or Duhring or someone
>else has time to explain some things that are probably obvious, love
>to hear from you. you can get me at the above e-mail address, or
>call at 212-696-9330.
>Thanks
>BO'C
>
>
>

Brian O'Connell, 3:24 PM 6/16/94...,invitation

1

Date: Thu, 16 Jun 94 15:24 EST
From: Brian O'Connell <0006299228@mcimail.com>
To: 6299228 <judy@wais.com>
Subject: invitation

Attn: Judy WAIS

Subject:

Time:

4:03 PM

OFFICE MEMO

invitation

Date:

6/16/94

Judy,

This is an electronic copy of an invitation I believe we sent your way a couple of weeks ago. I talked to Dia this morning, who suggested that you get of copy. Feel free to get back to us if you have any questions, and I think (call us here 212-696-9330 and ask for Rob Johnson) we're hoping to hear in the next week or so. But in any case the invite looked something like this:

Brewster Kahle
President
WAIS
1040 Noel Drive
Menlo Park, CA 94025

Dear Brewster:

Could I interest you in making a presentation about your company at our Digital Media Outlook conference?

The conference, our second such annual event, will be held on September 12 and 13 at the San Francisco Airport Marriott in Burlingame, Calif. In two days of speeches, panels, and management meetings, we'll be examining the company-building opportunities that are beginning to emerge from the increasing application of computer technology to the worlds of broadcasting, publishing, entertainment, and education.

As you know, there are many, many conferences on new media. None, however, deals with the business issues, and we believe that makes Digital Media Outlook unique. Our interest is less in the technology or the artistry than in where the money will be made in such areas as interactive television, digital games, video on demand, and new forms of educational and informational programming.

I'd be extremely pleased if you could make a management presentation on Monday, September 12. There is no fee for making the presentation, and you would be our guest at the entire conference. For others from your company who attend Digital Media, the regular fee of \$1,495 would apply (although we do offer a \$200 discount for registrations by July 22).

Because company presentations at the Technologic conferences must be made by the chairman, president, or chief executive of each company, and because the presentations are by invitation only, we have consistently been able to attract an audience of very influential investors and industry leaders.

Since time is of the essence, your prompt response to Robert Johnson, Conference Coordinator, is greatly appreciated. Please notify him at your earliest convenience as to whether or not you will be able to join us.

Printed for Judy@wais.com (Judy Chen)

1

yes
call msg 6/24

Kristin 696-9330
2/2-



Sincerely,

Richard A. Shaffer
Principal



Technologic Partners

419 Park Avenue South • Suite 500 • New York, NY 10016
Voice: 212-696-9330 FAX: 212-696-9793

Tuesday, May 24, 1994

To: Brewster Kahle, WAIS

415-327-6513

From: Rob Johnson, Conference Coordinator

of Pages, including cover: 3

It wasn't supposed to happen this way. Yesterday, while sending a fax for Richard Shaffer, I pushed a wrong button on my computer and as a result, the list you received was not the actual list of confirmed speakers for Digital Media Outlook. Ooops!

Here is the correct list of executives, to which I hope to add your name. My apologies for the mix-up.

Digital Media Outlook

List of Confirmed Speakers

The 3DO Company

Trip Hawkins
Chairman, President, and Chief Executive Officer

7th Level

George Grayson
President and Chief Executive Officer

A.D.A.M. Software

Robert S. Cramer
Chairman

Academic Systems

Bernard R. Gifford
Chairman and Chief Information Officer

Accolade

Peter Harris
President and Chief Executive Officer

Activision

Robert Kotick
Chairman and Chief Executive Officer

AimTech

Usman Ismail
President and Chief Executive Officer

Aris Entertainment

Chris Kitze
President

Avid Technology

Curt Rawley
President

Books that Work

Stuart Gannes
Chief Executive Officer

Broadvision

Pehong Chen
Chairman and Chief Executive Officer

Broderbund Software

Douglas G. Carlston
Chairman and Chief Executive Officer

C-Cube Microsystems

William J. O'Meara
President and Chief Executive Officer

Capitol Multimedia

Robert I. Bogin
Chief Executive Officer

Crystal Dynamics

Strauss Zelnick
President and Chief Executive Officer

Davidson & Associates

Robert Davidson
Chairman and Chief Executive Officer

Digidesign

Peter Golcher
President and Chief Executive Officer

Edmark

Sally G. Narodick
Chief Executive Officer

Fathom Pictures

Garry Hare
President

FITS Imaging

Bruno Delean
President

Hands On Technology

Michael Mellin
President

HSC Software

John J. Wilczak
Chairman and Chief Executive Officer

Hybrid Networks

Howard Strachman
President and Chief Executive Officer

ICTV

Gary Lauder
Chairman

Digital Media Outlook

Integrated Information Technology

Chi-Shin Wang
President and Chief Executive Officer

Interactive Network

David Lockton
Chairman and Chief Executive Officer

Iterated Systems

John Festa
Chief Executive Officer

KidSoft

Audrey MacLean
Chairman

The Lightspan Partnership

John T. Kernan
Chairman and Chief Executive Officer

Macromedia

John C. Colligan
President and Chief Executive Officer

Magic Edge

Don Morris
Chairman

Maxis

Jeff Braun
Chairman & Chief Executive Officer

Media Magic

Gerry Machi
President and Chief Executive Officer

Media Mosaic

David Billstrom
Chief Executive Officer

Media Vision

Robert Brownell
Acting President and Chief Executive Officer

MNI Interactive

John Alcheson
President

New Video

Peter Forman
President and Chief Executive Officer

NuReality

Thomas Yuen
President

Passport Designs

David Kusek
President

PF Magic

John Scull
Managing Director

Rocket Science Games

Steve Blank
Chief Executive Officer

Sanctuary Woods Multimedia

Scott Walchek
President and Chief Operating Officer

Sierra OnLine

Kenneth A. Williams
Chairman and Chief Executive Officer

Spectrum Holobyte

Gilman Louie
Chairman

Splash Studios

Patrick Ford
President and Chief Executive Officer

T•HQ

Brian Farrell
Chief Operating Officer

Xing Technology

Howard Gordon
President and Chief Executive Officer

Xiphias

Peter Black
President



Technologic Partners

May 9, 1994

Brewster Kahle
President
WAIS (Wide Area Information Services)
1040 Noel Drive
Menlo Park, CA 94025

Dear Mr. Kahle,

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Sincerely,

Richard A. Shaffer
Principal